

Message Text

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PAGE 01 BUCAR 04729 01 OF 02 151400Z

51

ACTION EB-06

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 RSC-01 TRSE-00

AEC-07 CIAE-00 DRC-01 /028 W
----- 126279

O R 150821Z OCT 74

FM AMEMBASSY BUCHAREST
TO USDOC WASHDC IMMEDIATE
INFO SECSTATE WASHDC 0496

UNCLAS SECTION 1 OF 2 BUCHAREST 4729

FOR BEWT FOR THOMPSON; FOR OIM FOR THOMAS/CAHIL FROM KIRCHSCHLAGER

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJ: USATECH 74 BUCHAREST EXCON CLEARANCES

REF: A. UNCLASSIFIED STATE 224884

B. USDOC 15133

C. USDOC TELEX OCTOBER 10

1. REFERENCE A WHICH SUMMARIZES EXCON STATUS AND DESCRIBES
REQUIRED ACTION TO BE TAKN WAS RECEIVED ON SATURDAY OCTOBER 12
ONE DAY PRIOR TO EXHIBITION OPENING AND THE FIRST DAY OF A THREE
DAY WEEKEND.

2. AN IMMEDIATE INVENTORY WAS MADE OF ALL ITEMS TO BE DISPLAYED
BY ALL EXHIBITORS, REPEAT ALL EXHIBITORS WHICH REVEALED THAT IN
A HIGH PERCENTAGE OF CASES WHERE THOSE PRODUCTS DESCRIBED IN THE
PARTICIPATION AGREEMENT WERE MARGINAL IN TERMS OF EXCON OR WERE
STILL PENDING DECISION WHEN GOODS HAD TO BE PACKED FOR SHIPMENT
THE EXHIBITOR ELIMINATED THAT ITEM AND SUBSTITUTED OTHERS.
FOR SUBSTITUTED ITEMS IT IS UNLIKELY THAT ANY SUBMISSION OF DATA
SHEETS WAS MADE TO WASHINGTON BUT WE HAVE TO ACCEPT THE EXHIB-
ITORS WORD IN THIS RESPECT.

3. FROM DISCUSSION WITH THE EXHIBITORS IT IS STRONGLY EVIDENCED
THAT THIS SUBSTITUTION PROCEDURE WAS PRACTISED IN OTHER EAST
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PAGE 02 BUCAR 04729 01 OF 02 151400Z

EUROPEAN SHOWS THIS YEAR BUT UNLESS AN INVENTORY LIKE OURS WAS

TAKEN THE CHANCES OF DETECTION WERE SLIGHT. WE ARE BEING CENSURED ABOUT OUR STRICT ADHERENCE TO EXCON GUIDELINES AS COMPARED WITH OTHER USDOC EVENTS.

4. THE FACT IS THAT MANY ITEMS YOUR COMMUNICATIONS (A), (B) AND (C) DENY OR SHOW AS PENDING ARE NO LONGER RELEVANT AND WE ARE NOW CONFRONTED WITH AN ARRAY OF EQUIPMENT WHICH THE EXHIBITORS TELL US HAS BEEN SHOWN IN OTHER FAIRS. NEITHER WE NOR THEY HAVE THE CONVENIENCE OF IMMEDIATE PROOF AND WE RUN THE RISK OF EMBARRASSMENT IF WE ERR IN JUDGMENT.

5. HERE ARE CITED SOME TYPICAL EXAMPLES AND YOUR CONSIDERATION AND GUIDANCE WOULD BE VALUABLE.

A) B&F INSTRUMENTS - MODELS SX 256 AND 161 NOT SHOWN. THEY SUBSTITUTED INPUT CONDITIONER MODEL 161613 AND DC AMPLIFIERS 702 - 100 AND 700 RTD SAYING BOTH SHOWN IN BRNO 1974.

B) COMPUCORP - EXHIBITOR INSISTS MODEL 492 WAS CLASSIFIED G DEST AND SHOWN IN BRNO, PLOVDIV, POZNAN, MOSCOW AND HUNGARY IN 1974.

E) E - H RESEARCH - AMC DIGISCOPE 1320 IS REPORTED TO HAVE BEEN SHOWN IN BRNO AND POZNAN 1974.

F) SPECTRA - PHYSICS - MODELS 105 AND 580 NOT BEING SHOWN AND DISPLAYING HE NE LASERS MODELS 132, 133 AND 120 WITH EXCITERS MODELS 233 AND 256. EQUIPMENT SHOWN IN BUDAPEST 1974 AND EXHIBITOR STATES HE NE LASERS ARE G DEST SINCE MAY 1974.

G) SPERRY UNIVAC - TAPE CASSETTE MODEL 610 SHOWN BRNO AND BRATISLAVA 1974. VERIFYING INTERPRETING PUNCH MODEL 1710 - 5 WAS SOLD IN ROMANIA IN 1970 AND 1971 AND EXHIBITOR CHECKING ACTUAL DATES IN VIENNA OFFICE.

H) GEOLOGRAPH - SHOWING DRILLING RECORDER MODEL 124 WHICH HE DEMONSTRATED IN MOSCOW IN 1973. CONTACT WELT IN CHICAGO FOR TECHNICAL INFORMATION AND VERIFICATION.

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PAGE 03 BUCAR 04729 01 OF 02 151400Z

I) OPTELTEC - THIS IS MOST SERIOUS CASE SINCE IT ELIMINATES A FIFTEEN SQUARE METER DISPLAY AT THE ENTRANCE TO THE LOUNGE. OF THE FIVE COMPANIES THEY REPORTED AS REPRESENTING IN THE MARKETING DAT FORMS NONE IS PRESENT IN THE FORM OF EQUIPMENT. DUE TO DELAYS IN GETTING CLEARANCES THEY SUBSTITUTED AN ENTIRE NEW GROUP OF COMPANIES. THESE INCLUDE:

DATA PRECISION - DIGITAL MULTIMETER MODEL 245E AND MODEL

2440 B1 BOTH SHOWN IN POZNAN 1974.

BALLANTINE - AUTOMETRONIC COUNTER TIMER MODEL 5500A ALSO
IN POZNAN.

BENTRON - HE NE LASER MODELS 5010 S, 5006 AND 5008 ALSO
SHOWN IN POZNAN. BENTRON REPORTED TO USE 80 PERCENT AMERICAN
COMPONENTS.

BERTAN ASSOCIATES - HV POWER SUPPLIES MODELS 205 - O1R,
205 - O3R, 205 - O5R, NIM 313, 602 - 30P.

BRANSON - UNTRASONIC CLEANERS MODELS 220 AND 32 SHOWN IN
POZNAN 1974.

DOSIMETER CORPORATION OF AMERICA - DIAGNOSTIC X-RAY
DOSIMETER MODEL NO. 002 AND CHARGER MODEL NO. 906.

GENERAL SCANNING - SCANNER MODEL G - 300PD AND SERVO
CONTROLLER CCX - 100 SHOWN IN POZNAN.

INFRARED INDUSTRIES - INTERFERENCE FILTERS MODEL NB.

OPTRON INC. - LIGHT EMITTING DIODE MODELS OP 123, 124,
131; DARLINGTON PHOTO - TRANSMITTER OP 300, 305; PHOTO-
TRANSISTOR MODELS OP 600, 602, 603, 640, 642, 645, 810,
803, 700; PHOTODIODES MODEL OP 900; OPTICAL COUPLERS
OP 1060; ENCODER ASSEMBLIES MODEL OPB 120, 243, 121;
REFLECTIVE READHEAD ASSEMBLIES MODEL OPB 125, 253.

SRC LABORATORIES - PHOTOMULTIPLIER MODELS 50B01, 75B01,
LC 50103, EM 1401 R, EM 1801 R.

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PAGE 04 BUCAR 04729 01 OF 02 151400Z

OPTELTEC REPRESENTATIVE SAYS THESE ITEMS SHIPPED SINCE
ALL G DEST.

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PAGE 01 BUCAR 04729 02 OF 02 151041Z

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ACTION EB-06

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 RSC-01 TRSE-00

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O R 150821Z OCT 74

FM AMEMBASSY BUCHAREST

TO USDOC WASHDC IMMEDIATE

INFO SECSTATE WASHDC 0497

UNCLAS SECTION 2 OF 2 BUCHAREST 4729

6. DUSEX IS FULLY PREPARED TO IMPLEMENT YOUR INSTRUCTIONS AS DETAILED IN PARAPHRASE 2 AND 3 OF REFERENCE (A). WHERE WE HAVE A CLEAR CASE THIS HAS ALREADY BEEN DONE. HOWEVER THE MAJOR PROBLEM IS IN THE GREY AREA WHERE SUBSTITUTIONS HAVE BEEN MADE AND WHERE A STRICT APPLICATION OF INSTRUCTIONS WOULD IN SOME CASES ELIMINATE AN ENTIRE BOOTH AND IN OTHER CASES CUT OUT KEY EXHIBIT PRODUCTS OR VITAL ELEMENTS IN AN ENTIRE SYSTEM. ALSO WE COULD BE ELIMINATING GOOD ITEMS INADVERTANTLY.

7. THE EXHIBITORS ARGUE THAT THEY SHOULD HAVE RECEIVED A FINAL INDICATION ON EXCON STATUS PRIOR TO SHIPMENT AND NOT THE DAY PRIOR TO SHOW OPENING. THEY ALSO SUGGEST THAT OURS IS MOST SEVERE ADHERANCE TO EXCON GUIDELINES WHEN THEY FELT THAT ROMANIA HAD GENERALLY MORE LIBERAL CONDITIONS.

8. I SHOULD LIKE TO OFFER ONE RECOMMENDATION AS A MATTER OF EXPEDIENCY. PERMIT ME TO INSTRUCT RELEVANT EXHIBITORS THAT THE GREY AREA ITEMS CANNOT BE SOLD DURING THIS EVENT AND MUST BE RETURNED TO THEIR ORIGINAL SHIPPING POINTS AFTER THE SHOW FROM WHERE ANY SALES COULD BE CONSUMMATED THROUGH PROPER EXCON PROCEDURES. THIS WILL SAVE THE EXHIBITION AND STILL DENY THE ILLEGAL EXPORTATION OF ITEMS ON WHICH EXCON HAS BEEN UNABLE TO REACH AN EARLIER DECISION ON EARLIER SUBMISSIONS AND WHERE TIME DOES NOT NOW ALLOW A SUBMISSION OF DATA ON SUBSTITUTED EQUIPMENT. WE ARE CONVINCED THE EXHIBITORS WOULD ACCEPT THIS ACTION.

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PAGE 02 BUCAR 04729 02 OF 02 151041Z

9. UNFORTUNATELY THESE PROBLEMS WILL BE EXPRESSED IN TERMS OF EXHIBITOR MORALE AND CONSEQUENTLY SALES PREDICTIONS BUT THAT IS NOW OF SECONDARY IMPORTANCE. WE HAVE ALSO DISCUSSED THIS MATTER WITH AMBASSADOR AND WITH THE EMBASSY ECONOMIC SECTION. EMBASSY IS PARTICULARLY CONCERNED SINCE SEVERAL ROMANIAN OFFICIALS INCLUDING PRESIDENT CEAUSESCU AND DEPUTY PRIME MINISTER-MINISTER OF FOREIGN TRADE PATAN HAVE ALREADY VIEWED THE EXHIBIT, AND

ACTIVE INTEREST IN THE PURCHASE OF SOME EQUIPMENT HAS ALREADY
BEEN EXPRESSED BY ROMANIAN OFFICIALS FROM THE STATE COUNCIL
FOR NUCLEAR ENERGY. IN VIEW OF OUR OVERALL ECONOMIC/COMMERCIAL
RELATIONS EMBASSY WISHES TO AVOID ANY ADVERSE REACTION WHICH
MIGHT BE CAUSED BY DISMANTLING A MAJOR PORTION OF SHOW.
BARNES

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